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IMS National Sales Perspectives: Retail, IMS National Sales Perspectives: Nc
Numbers Are In Thousands (000)s

	YEAR DEC/09 DOL TOT	YEAR DEC/09 EA TOT
Selected Market	72398	44.9
CROFAB SMRY 1200 SAV	72061	44.7
NON-FEDERAL & FEDERAL HOSPITAL	68608	42.6
CROFAB 1200 SAV	68608	42.6
SAVAGE LABS	68608	42.6
CLINICS	3221	2
CROFAB 1200 SAV	3221	2
SAVAGE LABS	3221	2
INDEPENDENT	144	0.1
CROFAB 1200 SAV	144	0.1
SAVAGE LABS	144	0.1
CHAIN STORES	33	0
CROFAB 1200 SAV	33	0
SAVAGE LABS	33	0
LONG-TERM CARE	29	0
CROFAB 1200 SAV	29	0
SAVAGE LABS	29	0
HOME HEALTH CARE	16	0
CROFAB 1200 SAV	16	0
SAVAGE LABS	16	0
MAIL SERVICE	6	0
CROFAB 1200 SAV	6	0
SAVAGE LABS	6	0
MISC - OTHER	3	0
CROFAB 1200 SAV	3	0
SAVAGE LABS	3	0
HMO		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - PRISONS		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - UNIVERSITIES		
CROFAB 1200 SAV		
SAVAGE LABS		
ANTIVENIN SMRY 0000 USA	337	0.2
NON-FEDERAL & FEDERAL HOSPITAL	299	0.2
ANTIVENIN 1181 PFZ	299	0.2
PFIZER	299	0.2
MISC - OTHER	38	0
ANTIVENIN 1181 PFZ	38	0
PFIZER	38	0
CLINICS		
ANTIVENIN 1181 PFZ		
PFIZER		
HMO		
ANTIVENIN 1181 PFZ		
PFIZER		
MISC - PRISONS		

ANTIVENIN PFIZER	1181 PFZ
INDEPENDENT ANTIVENIN PFIZER	1181 PFZ
LONG-TERM CARE ANTIVENIN PFIZER	1181 PFZ

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	YEAR DEC/08 DOL TOT	YEAR DEC/08 EA TOT
Selected Market	55868	43.4
CROFAB SMRY 1200 SAV	55207	43
NON-FEDERAL & FEDERAL HOSPITAL	52908	41.2
CROFAB 1200 SAV	52908	41.2
SAVAGE LABS	52908	41.2
CLINICS	2051	1.6
CROFAB 1200 SAV	2051	1.6
SAVAGE LABS	2051	1.6
INDEPENDENT	92	0.1
CROFAB 1200 SAV	92	0.1
SAVAGE LABS	92	0.1
CHAIN STORES	5	0
CROFAB 1200 SAV	5	0
SAVAGE LABS	5	0
LONG-TERM CARE	41	0
CROFAB 1200 SAV	41	0
SAVAGE LABS	41	0
HOME HEALTH CARE	59	0
CROFAB 1200 SAV	59	0
SAVAGE LABS	59	0
MAIL SERVICE		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - OTHER	44	0
CROFAB 1200 SAV	44	0
SAVAGE LABS	44	0
HMO		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - PRISONS		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - UNIVERSITIES	7	0
CROFAB 1200 SAV	7	0
SAVAGE LABS	7	0
ANTIVENIN SMRY 0000 USA	661	0.5
NON-FEDERAL & FEDERAL HOSPITAL	630	0.4
ANTIVENIN 1181 PFZ	630	0.4
PFIZER	630	0.4
MISC - OTHER	30	0
ANTIVENIN 1181 PFZ	30	0
PFIZER	30	0
CLINICS	0	0
ANTIVENIN 1181 PFZ	0	0
PFIZER	0	0
HMO		
ANTIVENIN 1181 PFZ		
PFIZER		
MISC - PRISONS		

ANTIVENIN PFIZER	1181 PFZ
INDEPENDENT ANTIVENIN PFIZER	1181 PFZ
LONG-TERM CARE ANTIVENIN PFIZER	1181 PFZ

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	YEAR DEC/07 DOL TOT	YEAR DEC/07 EA TOT
Selected Market	54125	45.3
CROFAB SMRY 1200 SAV	53247	44.6
NON-FEDERAL & FEDERAL HOSPITAL	51174	42.9
CROFAB 1200 SAV	51174	42.9
SAVAGE LABS	51174	42.9
CLINICS	1286	1.1
CROFAB 1200 SAV	1286	1.1
SAVAGE LABS	1286	1.1
INDEPENDENT	67	0.1
CROFAB 1200 SAV	67	0.1
SAVAGE LABS	67	0.1
CHAIN STORES	25	0
CROFAB 1200 SAV	25	0
SAVAGE LABS	25	0
LONG-TERM CARE	23	0
CROFAB 1200 SAV	23	0
SAVAGE LABS	23	0
HOME HEALTH CARE	12	0
CROFAB 1200 SAV	12	0
SAVAGE LABS	12	0
MAIL SERVICE		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - OTHER	29	0
CROFAB 1200 SAV	29	0
SAVAGE LABS	29	0
HMO	625	0.5
CROFAB 1200 SAV	625	0.5
SAVAGE LABS	625	0.5
MISC - PRISONS	7	0
CROFAB 1200 SAV	7	0
SAVAGE LABS	7	0
MISC - UNIVERSITIES		
CROFAB 1200 SAV		
SAVAGE LABS		
ANTIVENIN SMRY 0000 USA	878	0.7
NON-FEDERAL & FEDERAL HOSPITAL	828	0.6
ANTIVENIN 1181 PFZ	828	0.6
PFIZER	828	0.6
MISC - OTHER	49	0
ANTIVENIN 1181 PFZ	49	0
PFIZER	49	0
CLINICS	0	0
ANTIVENIN 1181 PFZ	0	0
PFIZER	0	0
HMO		
ANTIVENIN 1181 PFZ		
PFIZER		
MISC - PRISONS		

ANTIVENIN PFIZER	1181 PFZ
INDEPENDENT ANTIVENIN PFIZER	1181 PFZ
LONG-TERM CARE ANTIVENIN PFIZER	1181 PFZ

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	YEAR DEC/06 DOL TOT	YEAR DEC/06 EA TOT
Selected Market	47798	43.8
CROFAB SMRY 1200 SAV	46221	42.3
NON-FEDERAL & FEDERAL HOSPITAL	45317	41.4
CROFAB 1200 SAV	45317	41.4
SAVAGE LABS	45317	41.4
CLINICS	705	0.6
CROFAB 1200 SAV	705	0.6
SAVAGE LABS	705	0.6
INDEPENDENT	60	0.1
CROFAB 1200 SAV	60	0.1
SAVAGE LABS	60	0.1
CHAIN STORES	7	0
CROFAB 1200 SAV	7	0
SAVAGE LABS	7	0
LONG-TERM CARE	18	0
CROFAB 1200 SAV	18	0
SAVAGE LABS	18	0
HOME HEALTH CARE	99	0.1
CROFAB 1200 SAV	99	0.1
SAVAGE LABS	99	0.1
MAIL SERVICE		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - OTHER	16	0
CROFAB 1200 SAV	16	0
SAVAGE LABS	16	0
HMO		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - PRISONS		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - UNIVERSITIES		
CROFAB 1200 SAV		
SAVAGE LABS		
ANTIVENIN SMRY 0000 USA	1577	1.5
NON-FEDERAL & FEDERAL HOSPITAL	1253	1.2
ANTIVENIN 1181 PFZ	1253	1.2
PFIZER	1253	1.2
MISC - OTHER	34	0
ANTIVENIN 1181 PFZ	34	0
PFIZER	34	0
CLINICS	5	0
ANTIVENIN 1181 PFZ	5	0
PFIZER	5	0
HMO	284	0.3
ANTIVENIN 1181 PFZ	284	0.3
PFIZER	284	0.3
MISC - PRISONS		

ANTIVENIN PFIZER	1181 PFZ
INDEPENDENT ANTIVENIN PFIZER	1181 PFZ
LONG-TERM CARE ANTIVENIN PFIZER	1181 PFZ

1	0
1	0
1	0

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Numbers Are In Thousands (000)s

	YEAR DEC/05 DOL TOT	YEAR DEC/05 EA TOT
Selected Market	41843	41.4
CROFAB SMRY 1200 SAV	39571	38.9
NON-FEDERAL & FEDERAL HOSPITAL	38180	37.5
CROFAB 1200 SAV	38180	37.5
SAVAGE LABS	38180	37.5
CLINICS	1084	1.1
CROFAB 1200 SAV	1084	1.1
SAVAGE LABS	1084	1.1
INDEPENDENT	33	0
CROFAB 1200 SAV	33	0
SAVAGE LABS	33	0
CHAIN STORES	6	0
CROFAB 1200 SAV	6	0
SAVAGE LABS	6	0
LONG-TERM CARE	22	0
CROFAB 1200 SAV	22	0
SAVAGE LABS	22	0
HOME HEALTH CARE	101	0.1
CROFAB 1200 SAV	101	0.1
SAVAGE LABS	101	0.1
MAIL SERVICE		
CROFAB 1200 SAV		
SAVAGE LABS		
MISC - OTHER	113	0.1
CROFAB 1200 SAV	113	0.1
SAVAGE LABS	113	0.1
HMO	21	0
CROFAB 1200 SAV	21	0
SAVAGE LABS	21	0
MISC - PRISONS	8	0
CROFAB 1200 SAV	8	0
SAVAGE LABS	8	0
MISC - UNIVERSITIES	2	0
CROFAB 1200 SAV	2	0
SAVAGE LABS	2	0
ANTIVENIN SMRY 0000 USA	2271	2.5
NON-FEDERAL & FEDERAL HOSPITAL	1945	2.2
ANTIVENIN 1181 PFZ	1945	2.2
PFIZER	1945	2.2
MISC - OTHER	92	0.1
ANTIVENIN 1181 PFZ	92	0.1
PFIZER	92	0.1
CLINICS	6	0
ANTIVENIN 1181 PFZ	6	0
PFIZER	6	0
HMO	211	0.2
ANTIVENIN 1181 PFZ	211	0.2
PFIZER	211	0.2
MISC - PRISONS	13	0

ANTIVENIN	1181 PFZ	13	0
PFIZER		13	0
INDEPENDENT		4	0
ANTIVENIN	1181 PFZ	4	0
PFIZER		4	0
LONG-TERM CARE			
ANTIVENIN	1181 PFZ		
PFIZER			

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Numbers Are In Thousands (000)s

	Tot Dollars CalYr/12/2004 (Thousands)	Tot Eaches CalYr/12/2004 (Thousands)
Selected Market	36,298	40
CROFAB SMRY 1200 SAV	34,100	38
Federal + Non Fed Facilities	32,922	36
CROFAB SAV 00/12	32,922	36
SAVAGE LABS	32,922	36
HOME HEALTH CARE	410	0
CROFAB SAV 00/12	410	0
SAVAGE LABS	410	0
CLINICS	370	0
CROFAB SAV 00/12	370	0
SAVAGE LABS	370	0
INDEPENDENT	274	0
CROFAB SAV 00/12	274	0
SAVAGE LABS	274	0
HMO	86	0
CROFAB SAV 00/12	86	0
SAVAGE LABS	86	0
FOOD STORES	15	0
CROFAB SAV 00/12	15	0
SAVAGE LABS	15	0
MISC - OTHER	14	0
CROFAB SAV 00/12	14	0
SAVAGE LABS	14	0
MISC - PRISONS	6	0
CROFAB SAV 00/12	6	0
SAVAGE LABS	6	0
LONG-TERM CARE	4	0
CROFAB SAV 00/12	4	0
SAVAGE LABS	4	0
ANTIVENIN SMRY 0000 USA	2,198	2
Federal + Non Fed Facilities	2,019	2
ANTIVENIN PFZ 81/11	2,019	2
PFIZER	2,019	2
HMO	101	0
ANTIVENIN PFZ 81/11	101	0
PFIZER	101	0
CLINICS	40	0
ANTIVENIN PFZ 81/11	40	0
PFIZER	40	0
MISC - PRISONS	25	0
ANTIVENIN PFZ 81/11	25	0
PFIZER	25	0
INDEPENDENT	11	0
ANTIVENIN PFZ 81/11	11	0

PFIZER		11	0
MISC - OTHER		3	0
ANTIVENIN	PFZ 81/11	3	0
PFIZER		3	0

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IMS National Sales Perspectives: Retail, IMS National Sales Perspectives: Non-Ret
Numbers Are In Thousands (000)s

	Tot Dollars CalYr/12/2003 (Thousands)	Tot Eaches CalYr/12/2003 (Thousands)
Selected Market	25,867	30
CROFAB SMRY 1200 SAV	22,302	26
Federal + Non Fed Facilities	20,544	24
CROFAB SAV 00/12	20,544	24
SAVAGE LABS	20,544	24
HOME HEALTH CARE	652	1
CROFAB SAV 00/12	652	1
SAVAGE LABS	652	1
HMO	557	1
CROFAB SAV 00/12	557	1
SAVAGE LABS	557	1
CLINICS	160	0
CROFAB SAV 00/12	160	0
SAVAGE LABS	160	0
INDEPENDENT	143	0
CROFAB SAV 00/12	143	0
SAVAGE LABS	143	0
LONG-TERM CARE	92	0
CROFAB SAV 00/12	92	0
SAVAGE LABS	92	0
MISC - OTHER	94	0
CROFAB SAV 00/12	94	0
SAVAGE LABS	94	0
MISC - PRISONS	40	0
CROFAB SAV 00/12	40	0
SAVAGE LABS	40	0
CHAIN STORES	13	0
CROFAB SAV 00/12	13	0
SAVAGE LABS	13	0
FOOD STORES	7	0
CROFAB SAV 00/12	7	0
SAVAGE LABS	7	0
ANTIVENIN SMRY 0000 USA	3,565	4
Federal + Non Fed Facilities	3,124	4
ANTIVENIN WYE 81/11	3,124	4
WYETH-AYERST	3,124	4
HMO	114	0
ANTIVENIN WYE 81/11	114	0
WYETH-AYERST	114	0
MAIL SERVICE	258	0
ANTIVENIN WYE 81/11	258	0
WYETH-AYERST	258	0
MISC - OTHER	19	0
ANTIVENIN WYE 81/11	19	0

WYETH-AYERST	19	0
CLINICS	8	0
ANTIVENIN WYE 81/11	8	0
WYETH-AYERST	8	0
MISC - PRISONS	24	0
ANTIVENIN WYE 81/11	24	0
WYETH-AYERST	24	0
INDEPENDENT	17	0
ANTIVENIN WYE 81/11	17	0
WYETH-AYERST	17	0
LONG-TERM CARE	1	0
ANTIVENIN WYE 81/11	1	0
WYETH-AYERST	1	0

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Numbers Are In Thousands (000)s

	Tot Dollars CalYr/12/2002 (Thousands)	Tot Eaches CalYr/12/2002 (Thousands)
Selected Market	15,261	21
CROFAB SMRY 1200 SAV	13,622	17
Federal + Non Fed Facilities	13,060	17
CROFAB SAV 00/12	13,060	17
SAVAGE LABS	13,060	17
HOME HEALTH CARE	224	0
CROFAB SAV 00/12	224	0
SAVAGE LABS	224	0
CLINICS	139	0
CROFAB SAV 00/12	139	0
SAVAGE LABS	139	0
LONG-TERM CARE	73	0
CROFAB SAV 00/12	73	0
SAVAGE LABS	73	0
MISC - OTHER	62	0
CROFAB SAV 00/12	62	0
SAVAGE LABS	62	0
INDEPENDENT	46	0
CROFAB SAV 00/12	46	0
SAVAGE LABS	46	0
FOOD STORES	9	0
CROFAB SAV 00/12	9	0
SAVAGE LABS	9	0
CHAIN STORES	4	0
CROFAB SAV 00/12	4	0
SAVAGE LABS	4	0
MAIL SERVICE	3	0
CROFAB SAV 00/12	3	0
SAVAGE LABS	3	0
MISC - PRISONS	2	0
CROFAB SAV 00/12	2	0
SAVAGE LABS	2	0
ANTIVENIN SMRY 0000 USA	1,640	4
Federal + Non Fed Facilities	1,588	3
ANTIVENIN WYE 81/11	1,588	3
WYETH-AYERST	1,588	3
HMO	36	0
ANTIVENIN WYE 81/11	36	0
WYETH-AYERST	36	0
CLINICS	13	0
ANTIVENIN WYE 81/11	13	0
WYETH-AYERST	13	0
INDEPENDENT	2	0
ANTIVENIN WYE 81/11	2	0

WYETH-AYERST	2	0
MISC - OTHER	1	0
ANTIVENIN	1	0
WYE 81/11		
WYETH-AYERST	1	0

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Numbers Are In Thousands (000)s

		Tot Dollars CalYr/12/2001 (Thousands)	Tot Eaches CalYr/12/2001 (Thousands)
Selected Market		17,580	24
CROFAB	SMRY 1200 SAV	15,742	20
Federal + Non Fed Facilities		15,395	20

CROFAB	SAV 00/12	15,395	20
SAVAGE LABS		15,395	20
CLINICS		129	0
CROFAB	SAV 00/12	129	0
SAVAGE LABS		129	0
INDEPENDENT		96	0
CROFAB	SAV 00/12	96	0
SAVAGE LABS		96	0
HOME HEALTH CARE		59	0
CROFAB	SAV 00/12	59	0
SAVAGE LABS		59	0
FOOD STORES		18	0
CROFAB	SAV 00/12	18	0
SAVAGE LABS		18	0
MISC - PRISONS		20	0
CROFAB	SAV 00/12	20	0
SAVAGE LABS		20	0
HMO		9	0
CROFAB	SAV 00/12	9	0
SAVAGE LABS		9	0
CHAIN STORES		7	0
CROFAB	SAV 00/12	7	0
SAVAGE LABS		7	0
LONG-TERM CARE		5	0
CROFAB	SAV 00/12	5	0
SAVAGE LABS		5	0
MISC - OTHER		4	0
CROFAB	SAV 00/12	4	0
SAVAGE LABS		4	0
ANTIVENIN	SMRY 0000 USA	1,838	4
Federal + Non Fed Facilities		1,766	4
ANTIVENIN	WYE 81/11	1,766	4
WYETH-AYERST		1,766	4
CLINICS		32	0
ANTIVENIN	WYE 81/11	32	0
WYETH-AYERST		32	0
MISC - PRISONS		12	0
ANTIVENIN	WYE 81/11	12	0
WYETH-AYERST		12	0
HMO		9	0

ANTIVENIN	WYE 81/11	9	0
WYETH-AYERST		9	0
MISC - OTHER		6	0
ANTIVENIN	WYE 81/11	6	0
WYETH-AYERST		6	0
INDEPENDENT		8	0
ANTIVENIN	WYE 81/11	8	0
WYETH-AYERST		8	0
HOME HEALTH CARE		5	0
ANTIVENIN	WYE 81/11	5	0
WYETH-AYERST		5	0
CHAIN STORES		0	0
ANTIVENIN	WYE 81/11	0	0
WYETH-AYERST		0	0

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Numbers Are In Thousands (000)s

	Tot Dollars CalYr/12/2000 (Thousands)	Tot Eaches CalYr/12/2000 (Thousands)
Selected Market	8,264	21
ANTIVENIN SMRY 0000 USA	8,221	21
Federal + Non Fed Facilities	7,960	20
ANTIVENIN WYE 81/11	7,960	20
WYETH-AYERST	7,960	20
HMO	152	0
ANTIVENIN WYE 81/11	152	0
WYETH-AYERST	152	0
CLINICS	49	0
ANTIVENIN WYE 81/11	49	0
WYETH-AYERST	49	0
INDEPENDENT	25	0
ANTIVENIN WYE 81/11	25	0
WYETH-AYERST	25	0
MISC - PRISONS	11	0
ANTIVENIN WYE 81/11	11	0
WYETH-AYERST	11	0
MISC - OTHER	9	0
ANTIVENIN WYE 81/11	9	0
WYETH-AYERST	9	0
CHAIN STORES	3	0
ANTIVENIN WYE 81/11	3	0
WYETH-AYERST	3	0
HOME HEALTH CARE	2	0
ANTIVENIN WYE 81/11	2	0
WYETH-AYERST	2	0
LONG-TERM CARE	3	0
ANTIVENIN WYE 81/11	3	0
WYETH-AYERST	3	0
FOOD STORES	4	0
ANTIVENIN WYE 81/11	4	0
WYETH-AYERST	4	0
MISC - UNIVERSITIES	2	0
ANTIVENIN WYE 81/11	2	0
WYETH-AYERST	2	0
MAIL SERVICE	0	0
ANTIVENIN WYE 81/11	0	0
WYETH-AYERST	0	0
CROFAB SMRY 1200 SAV	43	0
Federal + Non Fed Facilities	43	0
CROFAB SAV 00/12	43	0
SAVAGE LABS	43	0

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Numbers Are In Thousands (000)s

	Tot Dollars CalYr/12/1999 (Thousands)	Tot Eaches CalYr/12/1999 (Thousands)
Selected Market	8,450	29
ANTIVENIN SMRY 0000 USA	8,450	29
Federal + Non Fed Facilities	8,159	28
ANTIVENIN WYE 81/11	8,159	28
WYETH-AYERST	8,159	28
HMO	72	0
ANTIVENIN WYE 81/11	72	0
WYETH-AYERST	72	0
MISC - OTHER	59	0
ANTIVENIN WYE 81/11	59	0
WYETH-AYERST	59	0
CLINICS	45	0
ANTIVENIN WYE 81/11	45	0
WYETH-AYERST	45	0
INDEPENDENT	37	0
ANTIVENIN WYE 81/11	37	0
WYETH-AYERST	37	0
MISC - UNIVERSITIES	26	0
ANTIVENIN WYE 81/11	26	0
WYETH-AYERST	26	0
MISC - PRISONS	17	0
ANTIVENIN WYE 81/11	17	0
WYETH-AYERST	17	0
LONG-TERM CARE	12	0
ANTIVENIN WYE 81/11	12	0
WYETH-AYERST	12	0
HOME HEALTH CARE	7	0
ANTIVENIN WYE 81/11	7	0
WYETH-AYERST	7	0
CHAIN STORES	7	0
ANTIVENIN WYE 81/11	7	0
WYETH-AYERST	7	0
FOOD STORES	10	0
ANTIVENIN WYE 81/11	10	0
WYETH-AYERST	10	0

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Numbers Are In Thousands (000)s

	Tot Dollars CalYr/12/1998 (Thousands)	Tot Eaches CalYr/12/1998 (Thousands)
Selected Market	4,044	24
ANTIVENIN WYE 81/11	4,044	24
WYETH-AYERST	4,044	24
Federal + Non Fed Facilities	3,859	23
INDEPENDENT	56	0
HMO	47	0
CLINICS	41	0
LONG-TERM CARE	18	0
HOME HEALTH CARE	14	0
CHAIN STORES	6	0
FOOD STORES	4	0
MAIL SERVICE	0	0